

U.S. Army Corps of Engineers (USACE) Huntsville Engineering and Support Center (CEHNC)

ANNUAL SMALL BUSINESS FORUM

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Center, Huntsville

U.S. Army Corps of Engineers

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Agenda

- Is HNC the Right Target for You?
- Scope of Requirements
- Secrets of Success
- Set Aside Determination Process
- HNC Acquisitions
 - Upcoming Acquisitions
 - Subcontracting Opportunities
- Recap and Closing



Is USACE HNC the right Business Target for YOU?

- Can you provide what we need?
- Do you have the management capability we expect?
- Do you have financial strength?
- What size requirement can you handle?
- Do you have strong credentials, reputation & references?
- Do you have access to E-mail and internet? Do you have a website?
- Do you accept Government Credit Cards for small purchases?



Requirements/Scope

(not fully inclusive)

- Construction (Renovation, Repair, Design-Build)
- Architect-Engineering Services
- Facilities Demolition Services
- Environmental Remediation Services
- Energy related Products & Services
- Electronic Security Systems, Maintenance & Services
- Utility Monitoring & Control Systems, Maintenance & Services
- Access Control Point Construction & Maintenance
- Outfitting & Transition Services
- Facilities Operations & Maintenance Services
- Technical & Programmatic Support Services
- Information Technology Products & Services
- Information Security/Assurance for Industrial Control Sys
- Training & Instructor Services
- Furnishings

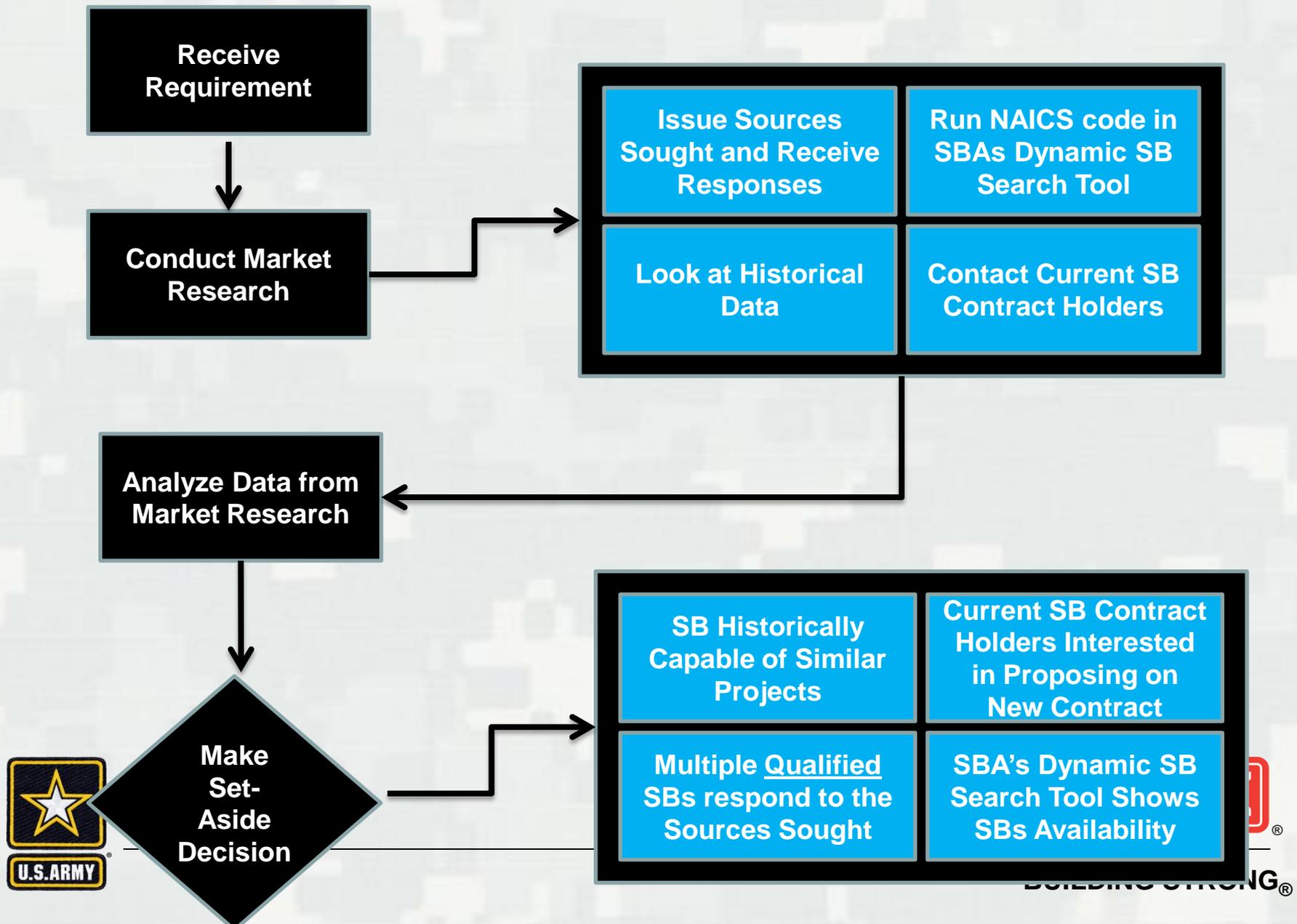


Secrets of Success

- Do your homework and understand the mission of HNC
- Schedule a meeting through Small Business Office
 - ▶ POC: Rebecca Vucinaj or Nicole Boone
- Be **PREPARED** to discuss your capabilities, interest, and capacity to perform
- Be **AWARE** of announcements - business opportunity notifications, industry days, and federally attended meetings in the area
- Register in the System for Award Management (SAM) www.sam.gov
 - ▶ **KEEP IT UPDATED!!**



How Do We Determine Set-Asides?



HNC ACQUISITIONS (FY2014 - 2015) OVERALL PROJECTIONS

- Upcoming Awards:

- ▶ Total Number of Acquisitions: 13

- ▶ Total Acquisition Value: \$4.31 Billion

- ▶ Total Number of Subcontracting Opportunities: 13

- ▶ Total Number Value: \$7.15 Billion



Electronic Technology Support

Acquisition: Electronic Security Systems (ESS) VI

Type: MATOC

Requirement: Services

PoP: 5 Years

Estimated Value: \$450 Million

Expected Solicitation Date: 2nd Quarter FY15

Project Manager: Jason Adams



Electronic Technology Support

Acquisition: Siemens Government Technologies

Type: SATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$200 Million

Expected Solicitation Date: 3rd Quarter FY15

Project Manager: David Willett



Energy Support

Acquisition: Resource Efficiency Manager (REM)

Type: BPA

Requirement: Services

PoP: 5 years

Estimated Value: \$40 Million

Expected Solicitation Date: 1st Quarter FY15

Project Manager: Karen Moore



Energy Support

Acquisition: Utility Energy Service Contract (UESC) – Pueblo Chemical Agent Destruction Pilot Plant

Type: BOA

Requirement: Services

PoP: 7-10 Years

Estimated Value: \$5 - \$10 Million

Expected Solicitation Date: OPEN

Project Manager: Lisa Harris



Medical Support

Acquisition: Initial Outfitting and Transition (IO&T) Ft. Bliss

Type: Standalone

Requirement: Services

PoP: approximately 2 years, 4 months

Estimated Value: \$130 Million

Expected Solicitation Date: 1st Quarter FY15

Project Manager: Sarah Callaway



Medical Support

Acquisition: Integrated Medical Furniture (IMF)

Type: BPA

Requirement: Services

Estimated Value: \$200 Million

Expected Solicitation Date: 4th Quarter FY15

Project Manager: Jason Adams



Medical Support

Acquisition: Medical Repair and Renewal (MRR)

Type: MATOC

Requirement: Design Build Construction

PoP: 5 years (base year + 4 option years)

Estimated Value: \$990 Million

Expected Solicitation Date: 3rd Quarter FY15

Project Manager: Patrick Clark



Facilities Support

Acquisition: Engineer Research and Development Center (ERDC) Gray Water Treatment and Reuse System

Type: Standalone

Requirement: Supply

Delivery Date: TBD

Estimated Value: \$150 Thousand

Expected Solicitation Date: Open

Project Manager: Amber Martin



Ordnance & Explosives Support

Acquisition: International Remediation Environmental Services (IRES)

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$950 Million

Expected Solicitation Date: 4th Quarter FY15

Project Manager: Allyn Allison



Ballistic Missile Defense Support

Acquisition: Ballistic Missile Defense A-E

Type: SATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$70 Million

Expected Synopsis Date: 3rd Quarter FY15

Project Manager: Jennifer Lawrence



Information Technology Solutions

Acquisition: ACE-IT Radio Systems and Services (ARSS)

Type: Standalone

Requirement: Technical support and services to manage the complete life-cycle of the USACE radio communications mission.

PoP: 5 years

Estimated Value: \$44M

Expected Solicitation Date: TBD

Project Manager: Terry Patton



Information Technology Solutions

Acquisition: U.S. Army Northern Regional Medical Command (NRMC)
Technical Services

Type: Standalone – GSA 8(a) STARS II

Requirement: Competitive 8(a) Information Technology Technical Services

PoP: 5 years

Estimated Value: \$23.6M

Expected Solicitation Date: 1st Quarter FY15

Project Manager: Scott Barnhart



Subcontracting Opportunities (Solicitation Closed)



Medical Support

Acquisition: Operation & Maintenance Engineering Enhancement (OMEE)

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$990 Million

Expected Award Date: 2nd Quarter FY15

Project Manager: Mike Hunter



Medical Support

Acquisition: Initial Outfitting and Transition (IO&T)

Type: MATOC

Requirement: Services

PoP: 4 years (base year + 3 option years)

Estimated Value: \$495 Million

Expected Award Date: 3rd Quarter FY15

Project Manager: Sarah Callaway



Energy Support

Acquisition: Energy Savings Performance Contracting (ESPC) III

Type: MATOC

Requirement: Services

PoP: 10 years

Estimated Value: \$1.5 Billion

Expected Award Date: 2nd Quarter FY15

Project Manager: William Irby



Electronic Technology Support

Acquisition: Utility Monitoring Control & Systems IV

Type: MATOC

Requirement: Services

PoP: 5 Years

Estimated Value: \$2.5 Billion

Expected Award Date: 1st Quarter FY15

Project Manager: Steven Goolsby



Electronic Technology Support

Acquisition: Technical and Programmatic Support Services (TPSS)

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$150 Million

Expected Award Date: 2nd Quarter FY15

Project Manager: James “Lee” Hanks



Military Integration Support

Acquisition: Range Training and Lands Program

Type: MATOC

Requirement: A-E Services

PoP: 5 years

Estimated Value: \$35 Million

Expected Award Date: 1st Quarter FY15

Project Manager: Kent Ingram



Ordnance & Explosives Support

Acquisition: Multiple Environmental Government Acquisition (MEGA) - Huntsville

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$400 Million

Expected Award Date: 3rd Quarter FY15

Project Manager: Ralph Campbell



Ordnance & Explosives Support

Acquisition: Multiple Environmental Government Acquisition (MEGA) - Omaha

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$400 Million

Expected Award Date: 3rd Quarter FY15

Project Manager: Ralph Campbell



Facilities Support

Acquisition: Facilities Reduction Program (FRP) – Mid-East Region

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$48 Million

Expected Award Date: 2nd Quarter FY15

Project Manager: Allen Shelvin



Facilities Support

Acquisition: Facilities Reduction Program (FRP) – Mid-West Region

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$48 Million

Expected Award Date: 3rd Quarter FY15

Project Manager: Allen Shelvin



Facilities Support

Acquisition: Facilities Reduction Program (FRP) – Pacific Region

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: \$48 Million

Expected Award Date: 3rd Quarter FY15

Project Manager: Allen Shelvin



Facilities Support

Acquisition: Facilities Repair and Renewal Program (FRR) – Design-Build Construction

Type: MATOC

Requirement: Construction

PoP: 5 years

Estimated Value: \$490 Million

Expected Award Date: 2nd Quarter FY15

Project Manager: George Murphy



Information Technology Solutions

Acquisition: ACE-IT Hardware Catalog Management Services (HCMS)

Type: Standalone - CHESS ITS-SB

Requirement: Management services for USACE IT Hardware Catalog, integration services and purchase of various approved IT equipment and accessories.

PoP: 2 years (One base year and one option year)

Estimated Value: \$46M

Solicitation Date: 7 Oct 2014

Project Manager: Tracy Phillips



Remember!

- USACE Huntsville Engineering & Support Center is committed to maximizing Small Business opportunities in support of our Mission
- **Stay** current on Contracting Laws and Regulations
- The Secrets to Success
- **Perform and Deliver**



Where Do I Find Information on Contracting Opportunities?

- HNC Website: <http://www.hnc.usace.army.mil/>
- Contract Opportunities with CEHNC:
<http://www.hnc.usace.army.mil/BusinessWithUs/contracting.aspx>
 - ▶ Existing Contracts
 - ▶ Upcoming Acquisitions
 - ▶ Federal Business Opportunities: <https://www.fbo.gov/>
 - ▶ Industry Days



Thank You!!!

